EXHIBIT 65

PRELIMINARY DRAFT

Admissions and Financial Aid at Harvard College

For Discussion

February 2013

Office of Institutional Research

• Nationally, there has long been interest in issues surrounding college access and affordability. In the last decade, the conversation has expanded to focus on college outcomes and achievement. Harvard College has a long tradition of promoting these goals.

- In order to signal its commitment to these goals, Harvard has made a series of public changes that amplify the scrutiny and attention already paid to its admissions and financial aid practices. These include:
 - The recent reintroduction of early action admissions
 - Financial aid initiatives aimed at improving the affordability for most US families
- Externally, many continue to raise questions about Harvard's commitment to access and achievement.
- Internally, we are concerned about the effects of public and non-public changes on our ability to recruit students to Harvard, their experience at Harvard, and whether our investments are financially sustainable.

PRELIMINARY DRAFT

Part I: Access

- 1. What is the effect on our applicant pool and yield of reintroducing early action?
- 2. Is the shift in the gender balance at Harvard College due to increased interest and recruitment for SEAS?
- 3. Does the admissions process disadvantage Asians?

Part II: Affordability

- 4. What is the effect of our financial aid policies on our applicant pools and yields?
- 5. How affordable is Harvard to the "typical" family?
- 6. How much growth in the aid budget can the FAS sustain?

Part III: Achievement

7. How can we measure achievement among Harvard College graduates?

- Review OIR work related to Part I: Access
- Discuss next steps

Today's Goals

- Clarify priorities and timing
- Discuss additional data needed

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A first look at the return of early action

Shift in the gender balance and impact of concentration choice

Evaluating factors that play a role in Harvard College admission

Appendix: Data Tables

Part I: Access

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Appendix: Data Tables

How do early action pools at Harvard compare to the regular action pools for the class of 2016 and the classes of 2007-2011?

How do the two early action pools compare to each other?

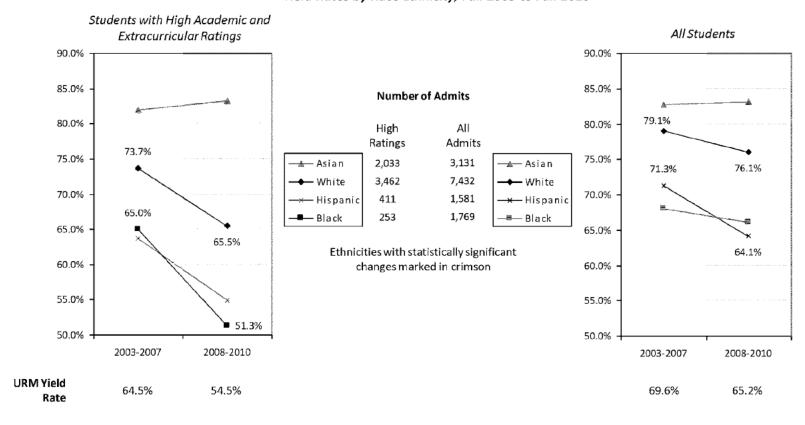
What is the relationship between early action and yield rates?

How much can we learn from only one admissions cycle with early action back in place?

Review of findings from Fall 2010 early action analysis

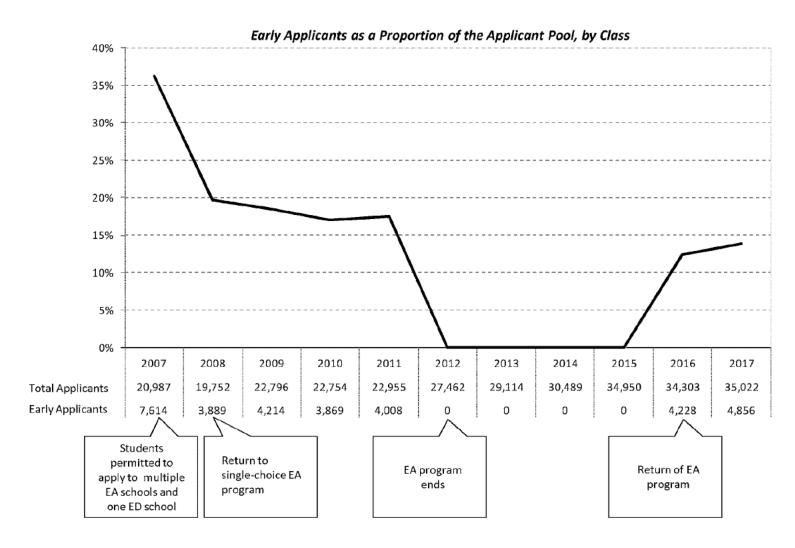
- Yield rates for the most highly rated Hispanic, Black and White students declined after the end of early action.
- Yield rates for all Hispanic and White students declined after the end of early action.

Yield Rates by Race Ethnicity, Fall 2003 to Fall 2010



Source: Office of Admissions and Financial Aid "High" rating indicates a rating of 1 or 2.

The new early applicant pools are smaller than prior early applicant pools in relative terms



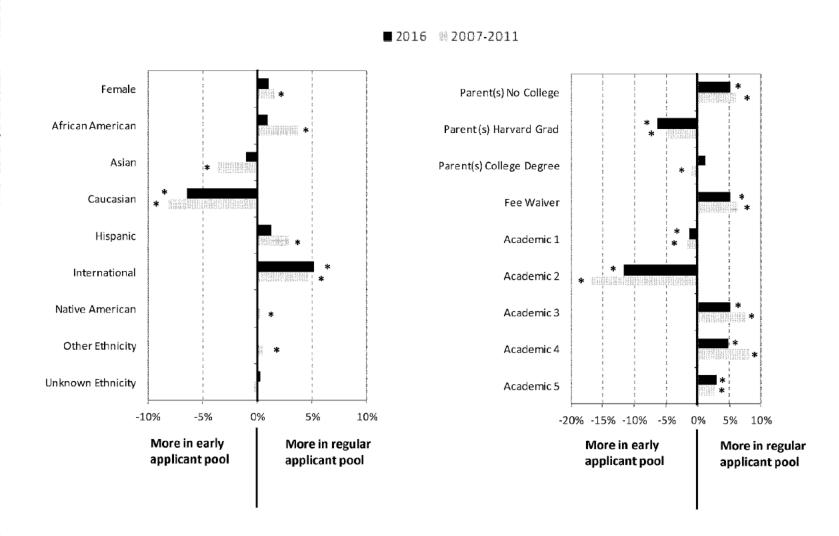
Source: Office of Admissions

Application from previous admits counted in total applicants.

The class of 2007 is the only year that allowed students to participate in multiple early action programs in addition to one early decision program.

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Compared to regular applicant pool, new and old early action pools look similar



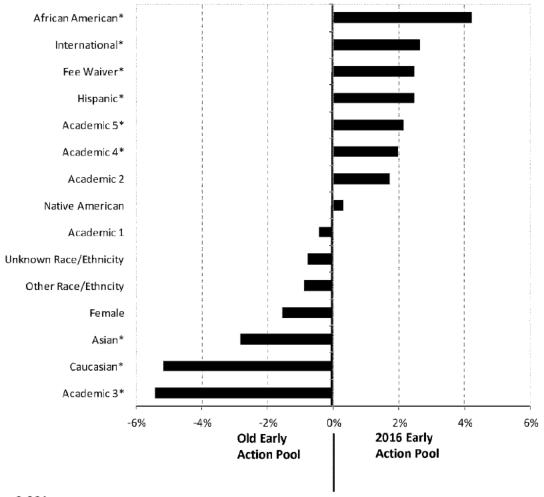
*Significant difference p<0.001

The bars in these graphs represent differences for these years of early action as compared to the regular action pool. See Appendix.

The 2016 early action pool is more diverse than old early action pools

PRELIMINARY DRAFT

Demographic Differences Between Early Applicant Pools



*Significant difference p<0.001 Figures in the chart above are the differences between the two early action pools. See Appendix. Early action was not in place for the classes of 2012-2015.

Yield rates are higher in early action years

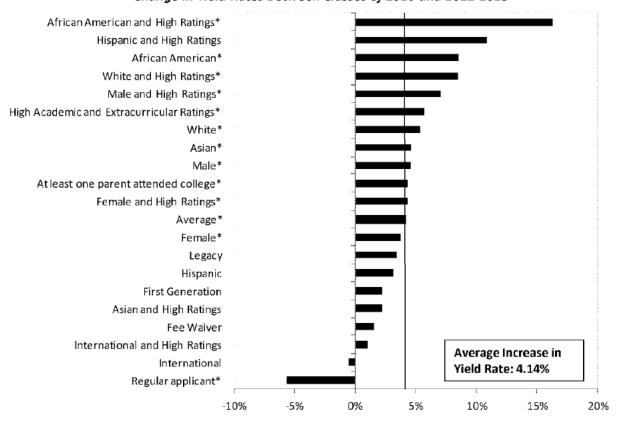
Yield Rates by Applicant Type 100% 95% 90% 85% 80% Overall Regular 70% 65% 60% 55% 50% 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016

Early admissions was not in effect for the classes of 2012-2015.

Previous admits, who represent a small proportion of the overall applicant pool, are excluded.

High admissions ratings sub-groups in 2016 appear to have higher yield rates than before

Change in Yield Rates Between Classes of 2016 and 2012-2015



High ratings defined as having 1 or 2 for both academic and extracurricular admissions ratings 2016 yield rates for early action applicants = 93.5%*Significant difference p < 0.05

How do early action applications at Harvard compare to regular action applicants? Are patterns similar for the class of 2016 and the classes of 2007-2011?

 Both early action populations look demographically similar to one another, compared to the regular action populations. Compared to regular action, early action applicants have higher academic ratings, and include more male, Caucasian and Asian applicants.

Are there any noticeable differences in the two early action populations?

 The new early action applicants appear to be more diverse than the previous early action population, with higher percentages of African American, Hispanic, and International students.

What is the relationship between early action and yield rates?

- Yield rates are higher for early action applicants.
- African American and Hispanic applicants with high admissions ratings appear in this 2016 year to have had the largest increase in yield rates.

How much can we learn from only one year of having early action back in place?

• Not enough to be statistically confident in trends – it is worth revisiting the data annually, particularly in light small demographic shifts in the matriculating class of 2016.

Part I: Access

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Methods

Goal:

Using various admissions ratings, how well can we approximate admit rates by race/ethnicity and the demographic composition of the admitted students pool?

Strategy:

- Fit a series of basic logistic regression models using data from classes of 2007-2016.
- Generate fitted probabilities of admissions given an applicant's characteristics how likely are they to be admitted (0-1)?
- For each class, select the 2100 applicants with the highest probability of admissions as our simulated admitted class.
- Examine resulting demographics and admit rates by ethnicity.

Notes:

- Students with no academic index are excluded from this analysis.
- The following analysis is **preliminary** and for discussion.

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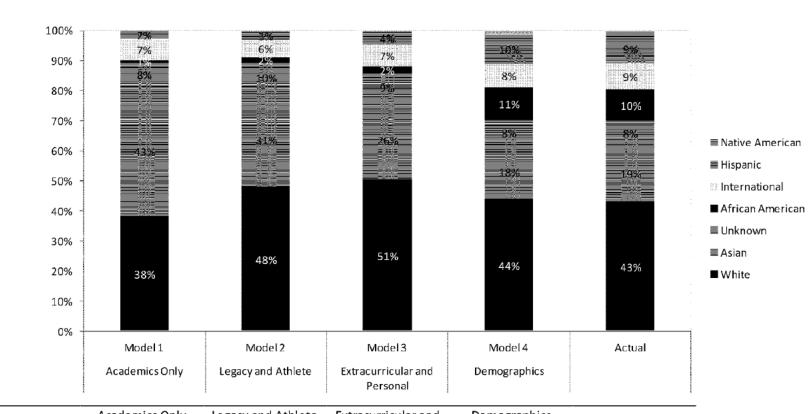
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Models Used

Model 1: Academic only	Model 2: Add Legacy and	Model 3: Add Personal and	Model 4: Add Demographics
	Athlete	Extracurricular	
Academic Index	Academic Index	Academic Index	Academic Index
Academic Rating	Academic Rating	Academic Rating	Academic Rating
	Legacy	Legacy	Legacy
	Athlete	Athlete	Athlete
		Personal Rating	Personal Rating
		Extracurricular Rating	Extracurricular Rating
			Gender
			Ethnicity

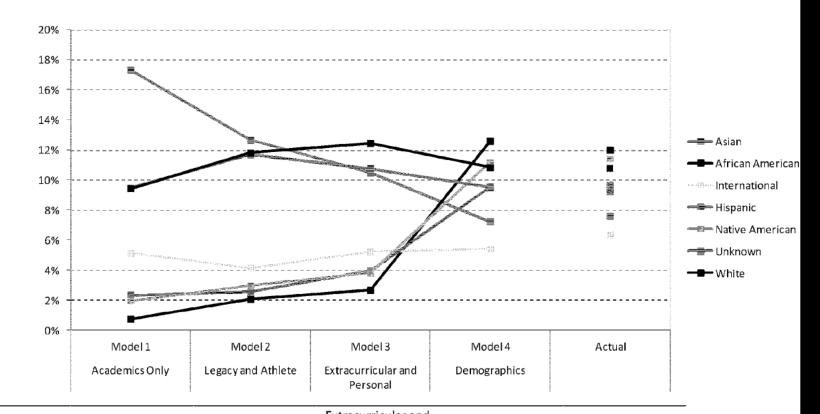
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Projected Admitted Student Pools



	Academics Only	Legacy and Athlete	Extracurricular and	Demographics			
	Personal						
	Model 1	Model 2	Model 3	Model 4	Actual		
Asian	43.04%	31.40%	25.99%	17.97%	18.66%		
African American	0.67%	1.83%	2.36%	11.12%	10.46%		
International	7.27%	5.86%	7.39%	7.68%	8.90%		
Hispanic	2.42%	2.62%	4.07%	9.83%	9.46%		
Native American	0.21%	0.32%	0.41%	1.21%	1.23%		
Unknown	8.02%	9.93%	9.14%	8.11%	8.09%		
White	38.37%	48.03%	50.63%	44.08%	43.21%		

Projected Admit Rates



	Academics Only	Legacy and Athlete	Extracurricular and Personal	Demographics	
	Model 1	Model 2	Model 3	Model 4	Actual
Asian	17.35%	12.66%	10.48%	7.24%	7.63%
African American	0.75%	2.07%	2.67%	12.59%	12.00%
International	5.13%	4.14%	5.22%	5.42%	6.37%
Hispanic	2.34%	2.53%	3.94%	9.51%	9.27%
Native American	1.97%	2.98%	3.81%	11.17%	11.43%
Unknown	9.45%	11.70%	10.77%	9.56%	9.67%
White	9.43%	11.81%	12.45%	10.84%	10.77%

- Once we account for ratings and demographic factors, we can closely predict what the admitted class will look like.
- With current data, we explain a significant amount of the variation in admission, but further details (especially around the personal rating) may provide further insight.
- There are a variety of factors that quantitative data is likely to miss or ratings do not capture. We'd like to better understand:
 - Exceptional talent (music, art, writing)
 - The role of context cases
 - The role of the personal statement/essay
 - Measures of socio-economic status (HFAI Flag, Low Income Flag)

Next steps

- Determining priorities, timing, and audiences
 - Should this work be shared with additional audiences (e.g. President Faust, Dean Smith, Dean Hammonds)?
 - What are your priorities?
- The Finance Committee has expressed interest in a number of questions related to Harvard's affordability initiatives.

Next Steps: Addressing questions raised about admissions and financial aid

PRELIMINARY DRAFT

Research Question

Part I: Access

- 1. What is the effect on our applicant pool and yield of reintroducing early action?
- 2. Is the shift in the gender balance at Harvard College due to increased interest and recruitment for SEAS?
- 3. Is there bias against Asians in college admissions?

Next Steps

- Who else should see this work?
- To further address the question of bias, is there more data to elaborate our understanding of the role of the personal essay and other factors?

Part II: Affordability

- 4. What is the effect of our financial aid policies on our applicant pools and yields?
- 5. How affordable is Harvard to the "typical" family?
- 6. How much growth in the aid budget can the FAS sustain?
- These questions were raised by the Finance Committee of the Corporation.
- How do we think about affordability in the current budget climate?
- Who are the audiences, beyond the Corporation?

Part III: Achievement

- 7. How can we measure achievement among Harvard College graduates?
- OIR has gathered a variety of options for outcomes including National Student Clearinghouse data, AA&D data, and student surveys.
- How would you prioritize this question relative to others?

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		2007-2011			2016	
	Early Action	Regular	Total	Early Action	Regular	Total
Gender		-		-		
Female	49.0%	50.6%	50.2%	47.4%	48.5%	48.3%
Male	51.0%	49.4%	49.8%	52.6%	51.5%	51.7%
Parent Education						
Some College	85.1%	84.1%	84.3%	83.7%	85.0%	84.8%
Harvard Grad	7.1%	2.1%	3.2%	8.1%	1.7%	2.5%
No College	7.8%	13.8%	12.5%	8.2%	13.3%	12.7%
Race Ethnicity						
African American	4.7%	8.4%	7.6%	8.9%	9.9%	9.8%
Asian	24.2%	20.5%	21.3%	21.4%	20.3%	20.4%
Hispanic	6.5%	9.4%	8.8%	9.0%	10.3%	10.1%
International	11.3%	16.0%	15.0%	14.0%	19.1%	18.5%
Native American	0.8%	1.1%	1.0%	1.1%	1.0%	1.0%
Other	0.9%	1 .5%	1.3%	0.0%	0.0%	0.0%
Unknown	7.7%	7.4%	7.4%	7.0%	7.2%	7.2%
White	43.9%	35.8%	37.5%	38.7%	32.2%	33.0%
Academic Rating						
Academic 1	2.1%	0.5%	0.8%	1.6%	0.3%	0.5%
Academic 2	48.1%	31.2%	35.0%	49.8%	38.1%	39.6%
Academic 3	41.3%	48.9%	47.2%	35.9%	41.1%	40.4%
Academic 4	7.6%	15.8%	14.0%	9.6%	14.5%	13.9%
Academic 5	0.9%	3.6%	3.0%	3.1%	6.0%	5.6%
Fee Waiver						
No	95.2%	88.9%	90.3%	92.7%	87.6%	88.2%
Yes	4.8%	11.1%	9.7%	7.3%	12.4%	11.8%

2016 early action pool is more diverse than old early action pools

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	2007-2011	2016	All
Gender			
Female	49.0%	47.4%	48.7%
Male	51.0%	52.6%	51.3%
Parent Education			
Some College	85.1%	83.7%	84.9%
Harvard Grad	7.1%	8.1%	7.2%
No College	7.8%	8.2%	7.9%
Race Ethnicity			
African American	4.7%	8.9%	5.4%
Asian	24.2%	21.4%	23.7%
Hispanic	6.5%	9.0%	6.9%
International	11.3%	14.0%	11.7%
Native American	0.8%	1.1%	0.8%
Other Race/Ethnicity	0.9%	0.0%	0.8%
Unknown Race/Ethnicity	7.7%	7.0%	7.6%
White	43.9%	38.7%	43.1%
Academic Rating			
Academic 1	2.1%	1.6%	2.0%
Academic 2	48.1%	49.8%	48.3%
Academic 3	41.3%	35.9%	40.5%
Academic 4	7.6%	9.6%	7.9%
Academic 5	0.9%	3.1%	1.2%
Fee Waiver			
No	95.2%	92.7%	94.8%
Yes	4.8%	7.3%	5.2%

Model Fit

Admit Rates

	Model 4	Actual	Difference
Asian	7.24%	7.63%	-0.39%
African American	12.59%	12.00%	0.59%
International	5.42%	6.37%	-0. 9 5%
Hispanic	9.51%	9.27%	0.23%
Native American	11.17%	11.43%	-0.26%
Unknown	9.56%	9.67%	-0.12%
White	10.84%	10.77%	0.06%

Entering Classes

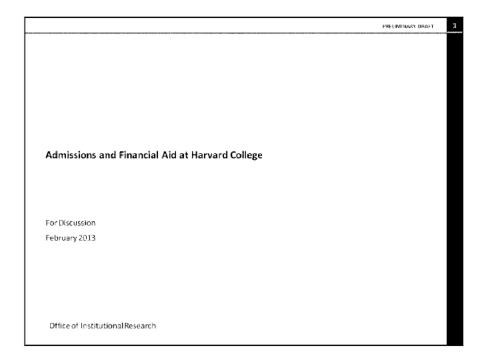
	Model 4	Actual	Difference
Asian	17.97%	18.66%	-0.69%
African American	11.12%	10.46%	0.66%
International	7.68%	8.90%	-1.22%
Hispanic	9.83%	9.46%	0.37%
Native American	1.21%	1.23%	-0.02%
Unknown	8.11%	8.09%	0.02%
White	44.08%	43.21%	0.87%

Model Fit

	Difference in Projected vs. Actual Admit Rate									
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
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African Ar	0.019531	-0.00496	-0.00075	0.003436	0:01049	0.01558	-0.00816	0.01232	0.000682	0.01331
Internatio	0.015547	0.014264	0.010059	0.009594	0.002495	0.014182	0.011458	0.009821	0.006937	0.006522
Hispanic	0.003422	0.002778	-0.01048	-0.0116	-0.00537	-0.0097	0.00521	-0.00038	0.00736	-0.00927
Native An	0.037838	0	-0.00588	0.01415	0.031674	0.02381	-0.00893	0.009494	-0.0069	-0.02667
Unknown	-0.00079	-0.00096	-0.00564	-0.00755	-0.00792	0.007795	-0.00067	0.038691	0.011152	0.00307
White	-0.01003	-0.00613	-0.00169	0.001581	-0.00476	0.002299	0.002692	0.005373	0.00121	0

Difference in Projected vs. Actual Admitted Class Demographics

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Asian	-0.0056	-0.0083	-0,0059	-0.009	-0.0272	=0.0107	-0.0054	0.0023	0.0063	-0.0055
African Ar	-0.01	0.0023	1E-04	-0.0012	0.0078	0.0176	0.0122	0.0193	0.0037	0.0156
Internatio	-0.0151	-0.0134	-0.0117	-0.0096	-0.0036	-0.0175	-0.014	-0.0113	-0.0108	-0.0149
Hispanic	-0.0028	-0.002	0.0078	0.0106	0.0045	0.013	-0.0025	0.0049	_0.007	0.0119
Native An	-0.0034	-0.0001	0.0005	0.0016	-0.0034	-0.002	0.0014	-0.0005	0.0015	0.0037
Unknown	0.0001	0.0004	0.0049	0.0083	0.0069	-0.0056	0.0053	-0.0103	-0.0042	-0.0045
White	0.0369	0.021	0:0045	-0.0006	0.0148	0.0052	0.0029	-0.0044	0.0106	-0.0063



Framing from Drew

Introduction

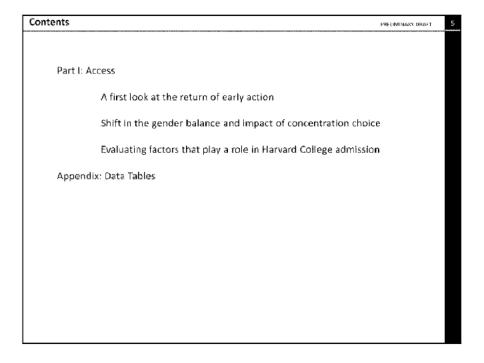
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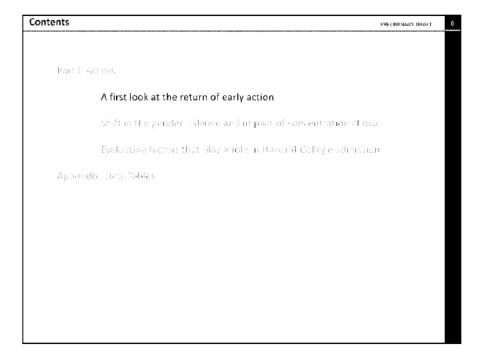
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- In order to signal its commitment to these goals, Harvard has made a series of public changes that amplify the scrutiny and attention already paid to its admissions and financial aid practices. These include:
 - · The recent reintroduction of early action admissions
 - · Financial aid initiatives aimed at improving the affordability for most US families
- Externally, many continue to raise questions about Harvard's commitment to access and achievement.
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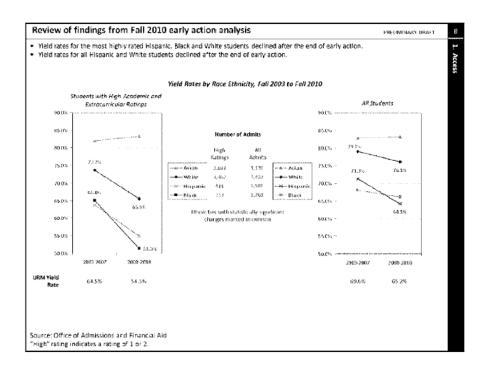
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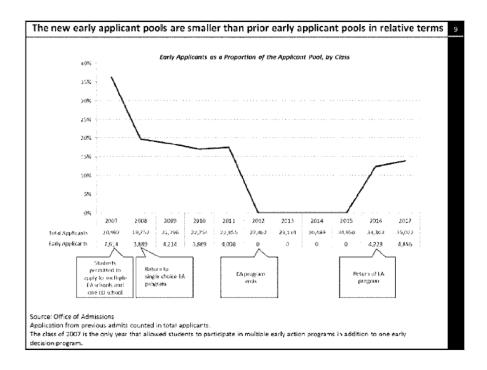
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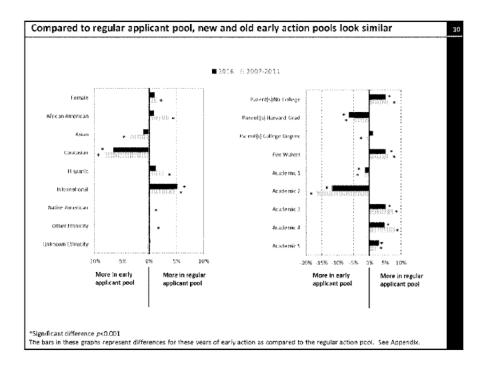


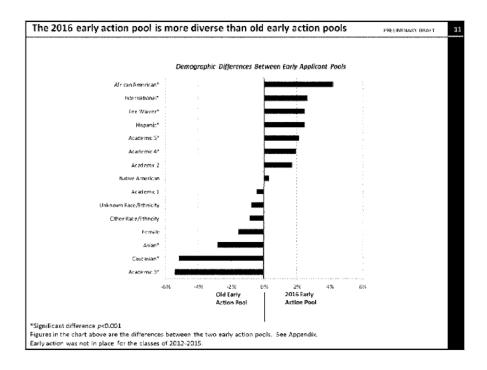


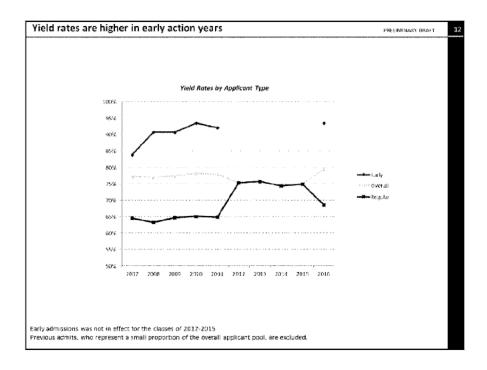
Guiding questions	TIARD PRAIDMIS	7
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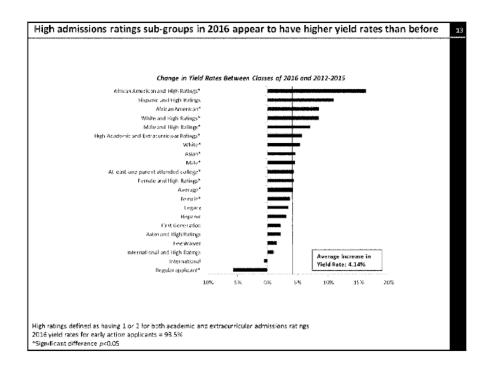


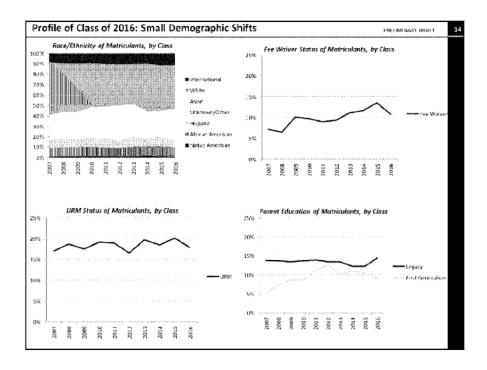












Summary of findings: Early action analysis

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How do early action applications at Harvard compare to regular action applicants? Are patterns similar for the class of 2016 and the classes of 2007-2011?

 Both early action populations look demographically similar to one another, compared to the regular action populations. Compared to regular action, early action applicants have higher academic ratings, and include more male, Caucasian and Asian applicants.

Are there any noticeable differences in the two early action populations?

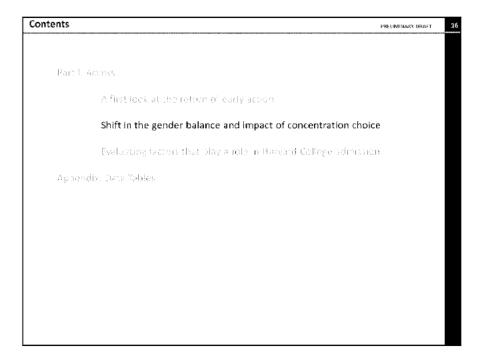
 The new early action applicants appear to be more diverse than the previous early action population, with higher percentages of African American, Hispanic, and International students.

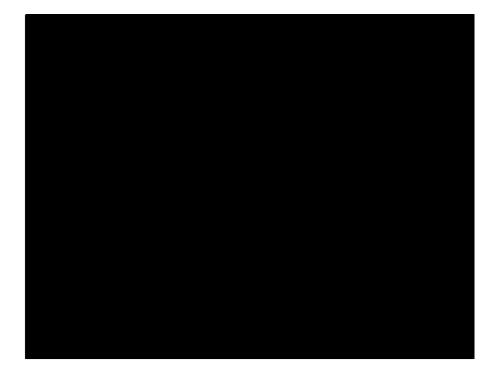
What is the relationship between early action and yield rates?

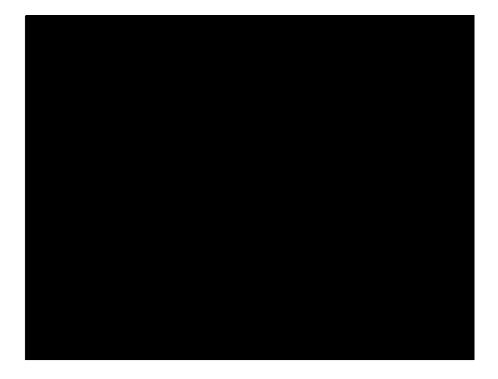
- · Yield rates are higher for early action applicants.
- African American and Hispanic applicants with high admissions ratings appear in this 2016 year to have had the largest increase in yield rates.

How much can we learn from only one year of having early action back in place?

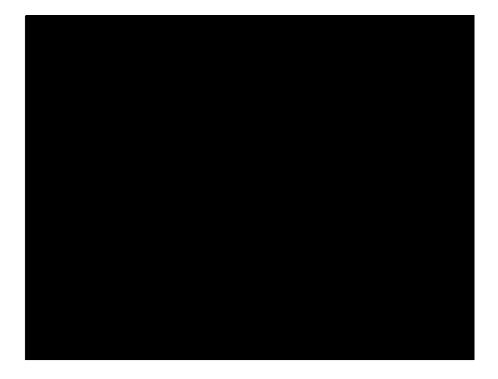
 Not enough to be statistically confident in trends – it is worth revisiting the data annually, particularly in light small demographic shifts in the matriculating class of 2016.





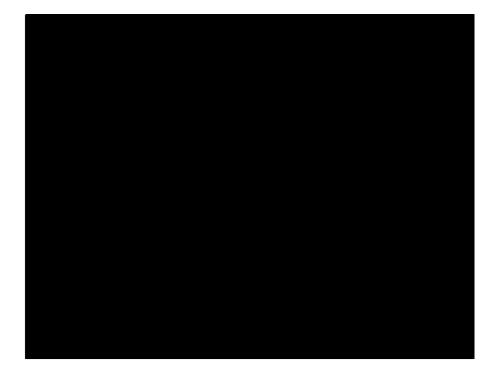


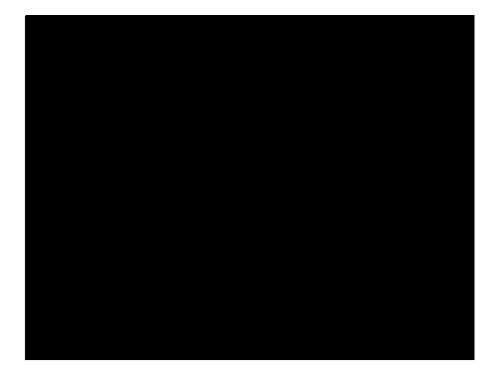


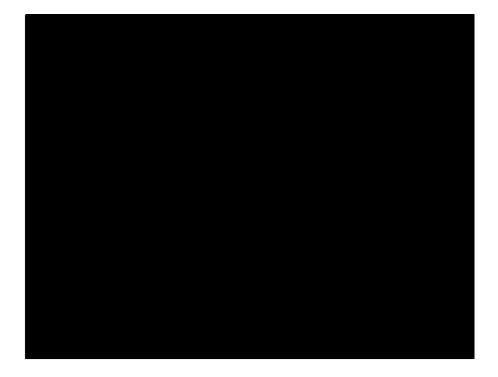


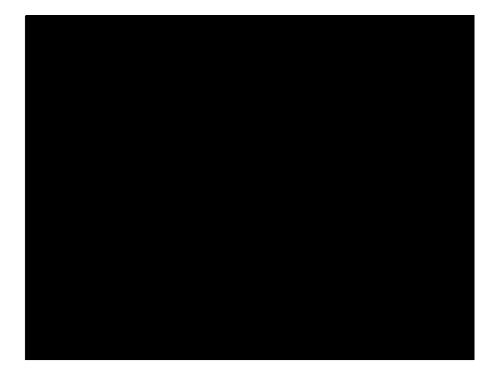


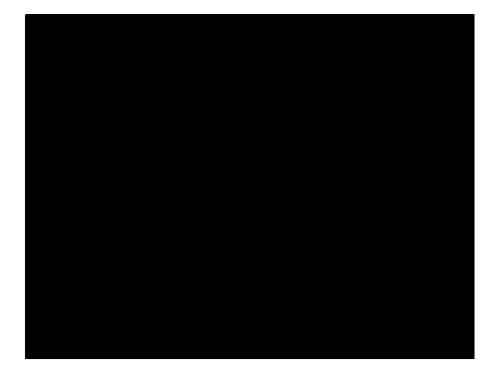


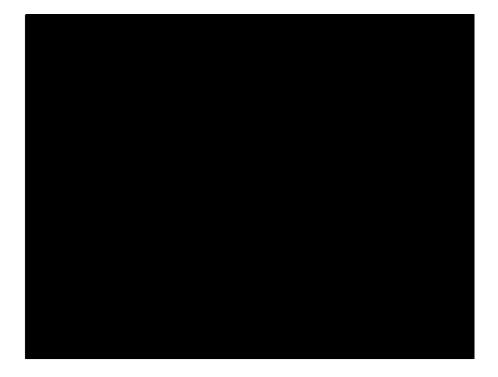


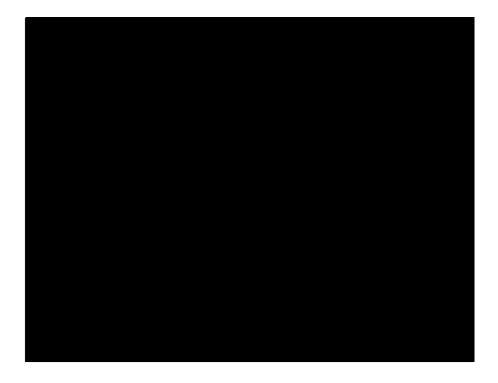


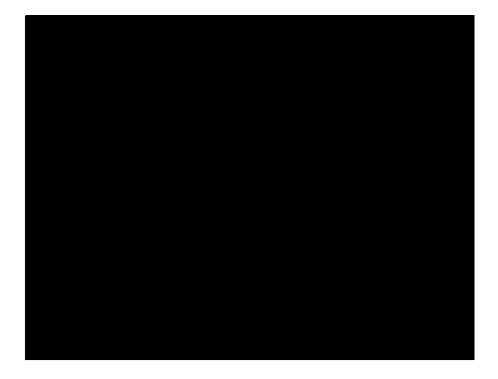


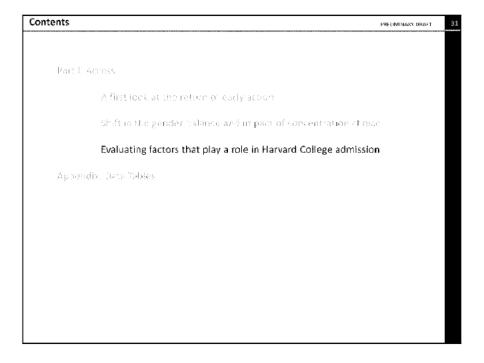












Methods

22

Goal:

Using various admissions ratings, how well can we approximate admit rates by race/ethnicity and the demographic composition of the admitted students pool?

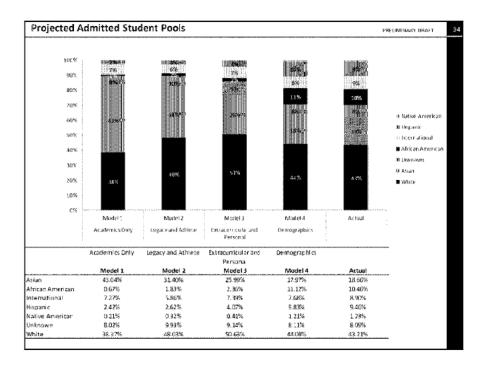
Strategy:

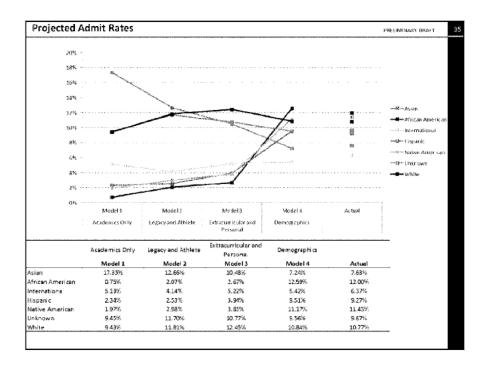
- Fit a series of basic logistic regression models using data from classes of 2007-2016.
- Generate fitted probabilities of admissions given an applicant's characteristics how likely are they to be admitted (0-1)?
- For each class, select the 2100 applicants with the highest probability of admissions as our simulated admitted class.
- · Examine resulting demographics and admit rates by ethnicity.

Notes:

- · Students with no academic index are excluded from this analysis.
- · The following analysis is preliminary and for discussion.

Model 1: Academic only	Model 2: Add Legacy and Athlete	Model 3: Add Personal and Extracurricular	Model 4: Add Demographic
Academic Index	Academic Index	Academic Index	Academic Index
Academic Pating	Academic Rating	Academic Rating	Academic Rating
	Legacy	Legacy	Legacy
	Athlete	Athlete	Athlete
		Personal Rating	Personal Rating
		Extracumicular Rating	Extracerricular Rating Gender
			Ethnicity

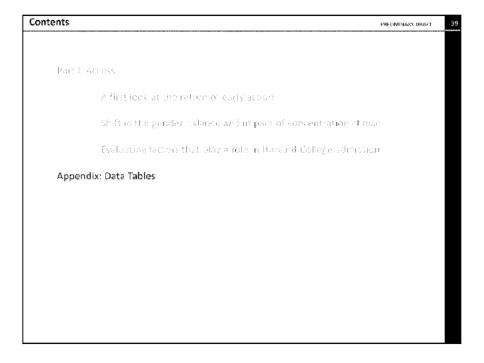




• Once we account for ratings and demographic factors, we can closely predict what the admitted class will look like. • With current data, we explain a significant amount of the variation in admission, but further details (especially around the personal rating) may provide further insight. • There are a variety of factors that quantitative data is likely to miss or ratings do not capture. We'd like to better understand: • Exceptional talent (music, art, writing) • The role of context cases • The role of the personal statement/essay • Measures of socio-economic status (HFAI Flag, Low Income Flag)

Next steps	TRAFI PRAKIND JET	37
 Determining priorities, timing, and audiences Should this work be shared with additional audiences (e.g. Presiden Dean Smith, Dean Hammonds)? What are your priorities? The Finance Committee has expressed interest in a number of questions to Harvard's affordability initiatives. 		

Research	Question	Next Steps
ort I: Acce	155	
I.	What is the effect on our applicant pool and yield of reintroducing early action?	 Who else should see this work? To further address the question of bias, is there more data to elaborate our
2.	is the shift in the gender balance at Harvard College due to increased interest and recruitment for SEAS?	understanding of the role of the personal essay and other factors?
3.	Is there bias against Asians in college admissions?	,
art II: Affe	ordobility	
4.	What is the effect of our financial aid policies on our applicant pools and yields?	 These questions were raised by the Finance Committee of the Corporation. How do we think about affordability in the
5.	How affordable is Harvard to the "typical" family?	current budget climate?
5.	How much growth in the aid budget can the FAS sustain?	 Who are the audiences, beyond the Corporation?
art III: Aci	blevement	
7.	How can we measure achievement among Harvard College graduates?	 OIR has gathered a variety of options for outcomes including National Student Clearinghouse data, AA&D data, and student surveys. How would you prioritize this question relative to others?



		2007-2011			2016	
	Early Action	Regular	Total	Early Action		Total
Gender						
Female	49.0%	50.6%	50.2%	47,4%	48.5%	48.3%
Ma-e	51.0%	49.4%	49.8%	52.6%	51.5%	51.7%
Parent Education						
Some College	85.1%	84.1%	84.3%	83.7%	85.0%	84.8%
Harvard Grad	7.1%	2.1%	3.2%	8.1%	1.7%	2.5%
No College	7.8%	13.8%	12.9%	8.2%	13.3%	12.7%
Race Ethnicity						
Air can American	4.7%	8.4%	7.6%	8.9%	9.9%	9.8%
Asian	24.2%	20.5%	21.3%	21.4%	20.3%	20.4%
Hispanic	5.5%	9.4%	8.8%	9.0%	10.3%	10.1%
International	11.3%			14.U%		18.5%
Native American	0:8%	1.1%	1.6%	1.1%	1.0%	1.0%
Other	0.9%	1.5%	1.3%	0.0%	0.0%	0.0%
Unknown	7.7%			7.0%		7.2%
White	43.9%	35.8%	37.5%	38.7%	32.2%	33.0%
Academic Rating						
Academic 1	2.1%	Q.53%	0.8%	6%	0.3%	0.5%
Academic 2	48.1%			49.8%		39.6%
Academic 3	41.3%			35.9%		40.4%
Academic 4	7.6%			9.6%		13.9%
Academic 5	0.9%	3.6%	3.0%	3.1%	6.0%	5.6%
Fee Waiver						
No	95.2%	88,976	90.3%	92.7%	87.6%	88.2%
Yes	4.8%	11.1%	9.7%	7.3%	12.4%	11.8%

	2007-2011	2016	All	
Gender				
Female	49.0%	47.4%	48.7%	
Male	51.0%	52.6%	51.3%	
Parent Education				
Some Cullege	85.1%	83.7%	84.9%	
Harvard Grad	7.1%	8.1%	7.2%	
No College	7.8%	8.2%	7.9%	
Race Ethnicity				
African American	4.7%	8.9%	5.4%	
Asian	24.2%	21.4%	23.7%	
Hispanir.	5.5%	9.0%	6.9%	
International	11.3%	14.0%	11.7%	
Native American	0.8%	1.1%	0.8%	
Other Race/Ethnicity	D.9%	0.0%	0.8%	
Unknown Race/Ethnicity	7.7%	7.0%	7.6%	
White	43.9%	36.7%	43.1%	
Academic Rating				
Academic 1	2.1%	1.6%	2.0%	
Academic 2	48.1%	49.8%	48.3%	
Academic 3	41.3%	35.9%	40.5%	
Academic 4	7.6%	9.6%	7.9%	
Academic 5	0.9%	3.1%	1.2%	
Fee Waiver				
No	95.2%	92.7%	94.8%	
Yes	4.8%	7.3%	5.2%	

lodel Fit					PREEMINARY DRAFT
		Admít Rates			
		Model 4		Difference	
	Asian	7.24%	7.63%	-0.39%	
	African American	12.59%	12.00%	0.59%	
	International	5.42%	6.37%	-0.95%	
	Hispanic	9.51%	9.27%	0.23%	
	Native American	11.17%	11,43%	-0.26%	
	Unknown	9.56%	9.67%	-0.12%	
	White	10.84%	10.77%	0.06%	
		Entering Classes			
	.	Model 4	Actual	Difference	
	Asian	Model 4 17.97%	Actual 18.66%	-0.69%	
	African American	Model 4 17.97% 11.12%	Actual 18.66% 10.46%	-0.69% 0.66%	
	African American International	Model 4 17.97% 11.12% 7.68%	Actual 18.66% 10.46% 8.90%	-0.69% 0.66% -1.22%	
	African American International Hispanic	Model 4 17.97% 11.12% 7.68% 9.83%	Actual 18.66% 10.46% 8.90% 9.46%	-0.69% 0.66% -1.22% 0.37%	
	African American International Hispanic Native American	Model 4 17.97% 11.12% 7.68% 9.83% 1.21%	Actual 18.66% 10.46% 3.90% 9.46% 1.75%	-0.69% 0.66% -1.22% 0.57% -0.02%	
	African American International Hispanic	Model 4 17.97% 11.12% 7.68% 9.83%	Actual 18.66% 10.46% 8.90% 9.46%	-0.69% 0.66% -1.22% 0.57% -0.02% 0.02%	

